

Message Text

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DRAFTED BY: XMB:MR. KARNIG EKIZIAN

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WARREN W GLICK

EB/IDF/ODF: BGCROWE

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FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

UNCLAS STATE 034404

E.O. 11652: N/A

TAGS: EGEN/PL

SUBJECT:REQUEST FOR ADDITIONAL DATA

ATTN: MR. JOHN DAVIS

THE FOLLOWING LETTER WAS MAILED ON FEBRUARY 11, 1975 TO MR.
WOLOSZYN. PLEASE FORWARD IT TO MR. LESLIE SMITH OF G.M.

RE: POLAND/DELIVERY VAN PRODUCTION PLANT FOR POL-MOT PRELIMINARY
COMMITMENT NO. 75-0-3276.

DEAR MR. WOLOSZYN:

THE EXPORT-IMPORT BANK OF THE UNITED STATES ACKNOWLEDGES RECEIPT
OF YOUR REQUEST OF JANUARY 17, 1975, FOR ASSISTANCE IN FINANCING
THE CAPTIONED TRANSACTION.

YOUR REQUEST IS BEING REVIEWED BY THE BANK. THE ADDITIONAL
DATA REQUIRED TO FACILITATE SUCH REVIEW IS DESCRIBED BELOW.

1. VOLUME OF PRODUCTION, CONSUMPTION, EXPORT AND IMPORT OF
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COMPARABLE VANS IN POLAND.

2. ECONOMIC ANALYSIS OF THE PROJECT AND DESCRIPTIVE JUSTIFICATION WITH RESPECT TO ITS ANNUAL DEBT SERVICE, AND ITS CAPACITY TO SAVE OR GENERATE HARD CURRENCIES THROUGH DIRECT EXPORTS OR INDUSTRIAL COOPERATION AGREEMENTS, IF ANY.

3. IDENTIFICATION OF FOREIGN SOURCE(S) OF SUPPLY WHO ARE OR HAVE BEEN IN COMPETITION WITH GENERAL MOTORS FOR THIS PROJECT, SPECIFYING THE FINANCING OFFERED OR SUPPORTED BY THEIR RESPECTIVE GOVERNMENTS AS TO THE REPAYMENT TERM, GRACE PERIOD, INTEREST RATE AND FEES AND ANY SPECIAL CONDITIONS.

4. BREAKDOWN OF THE CONTRACT PRICE OF DOLS 300 MILLION INTO HARDWARE, SPARE PARTS AND SERVICES (KNOW-HOW, LICENSING, ENGINEERING, DOCUMENTATION, TRAINING, ETC.).

5. THE LATEST VERSION OF THE AGREEMENT BETWEEN GM AND POL-MOT.

6. BUY-BACK AGREEMENT, IF ANY, SPECIFYING THE MARKETING TERRITORIES TO BE SERVED BY BOTH GM AND POL-MOT, THE LENGTH OF SUCH AGREEMENT, THE ANNUAL VOLUME OF PURCHASES BY GM, AND THE LATTER'S COMPENSATION FOR MARKETING THE PRODUCTS.

7. STATUS OF CONTRACT NEGOTIATIONS BETWEEN GM AND POL-MOT.

8. STATUS OF NEGOTIATIONS BETWEEN BANK HANDLOWY AND US COMMERCIAL BANKS, AND AVAILABILITY AND TERMS OF FUNDS FROM SUCH SOURCES.

YOUR APPLICATION LETTER REQUESTS 15 PERCENT LOCAL COST FINANCING. EXIMBANK DOES NOT UNDER ANY OF ITS PROGRAMS, FINANCE LOCAL COSTS. HOWEVER, WE HAVE GUARANTEED LOCAL COST FINANCING, PROVIDED SUCH FINANCING IS MADE IN NON-US SOURCES FUNDS. SUCH GUARANTEE COSTING 1 PERCENT P.A. IS LIMITED TO PART OF LOCAL COST FINANCING UP TO 15 PERCENT OF THE U.S. COSTS.

THE UNDERSIGNED IS THE OFFICER RESPONSIBLE FOR COORDINATING THE BANK'S ACTION ON YOUR REQUEST AND WILL BE PLEASED TO ANSWER ANY QUESTIONS YOU MAY HAVE. YOUR PROMPT RESPONSE WILL HELP US PROCESS THIS CASE EXPEDITIOUSLY. SINCERELY, KARNIG
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EKIZIAN, LOAN OFFICER
INGERSOLL

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NNN

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